

FIG. 2

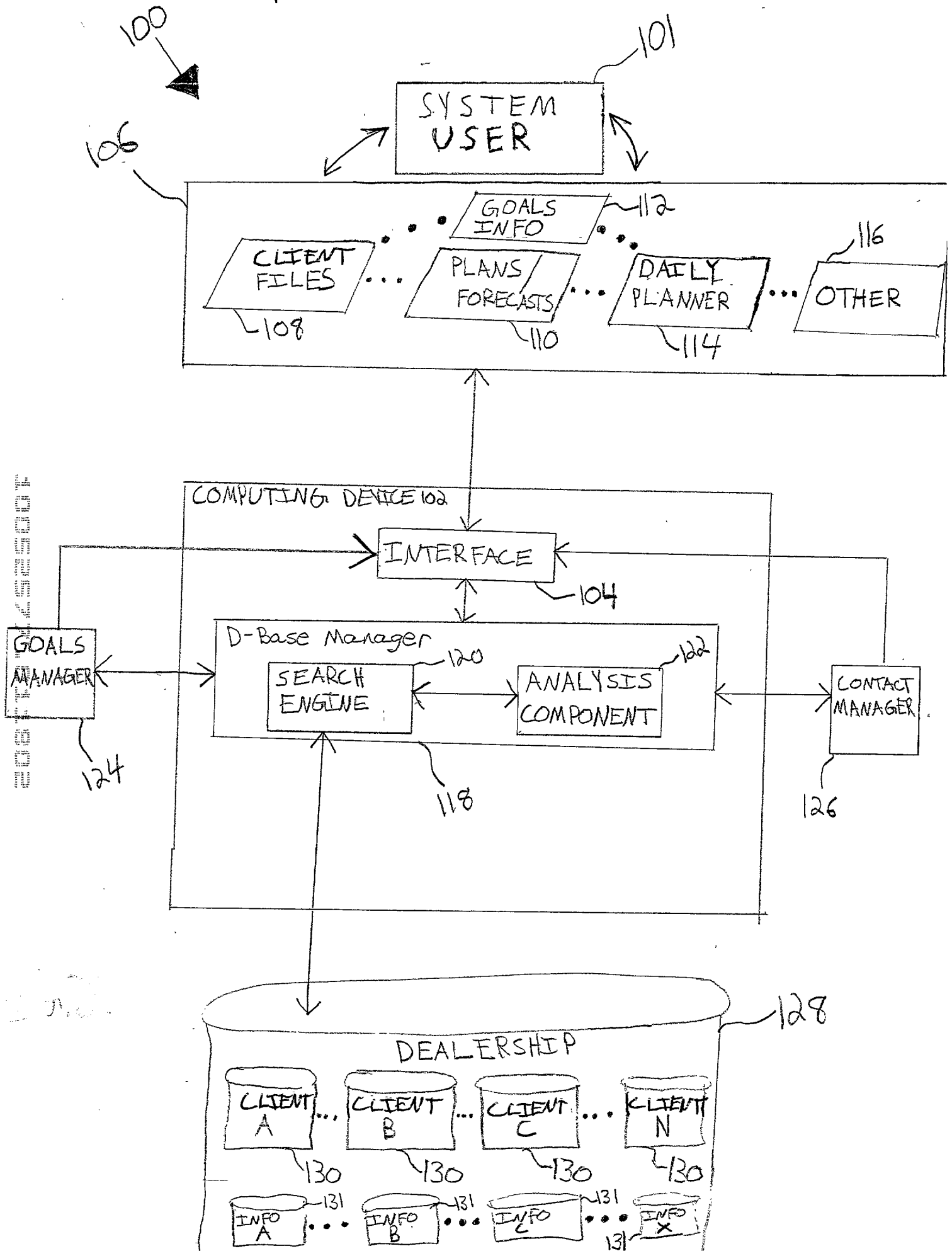


FIG. 3

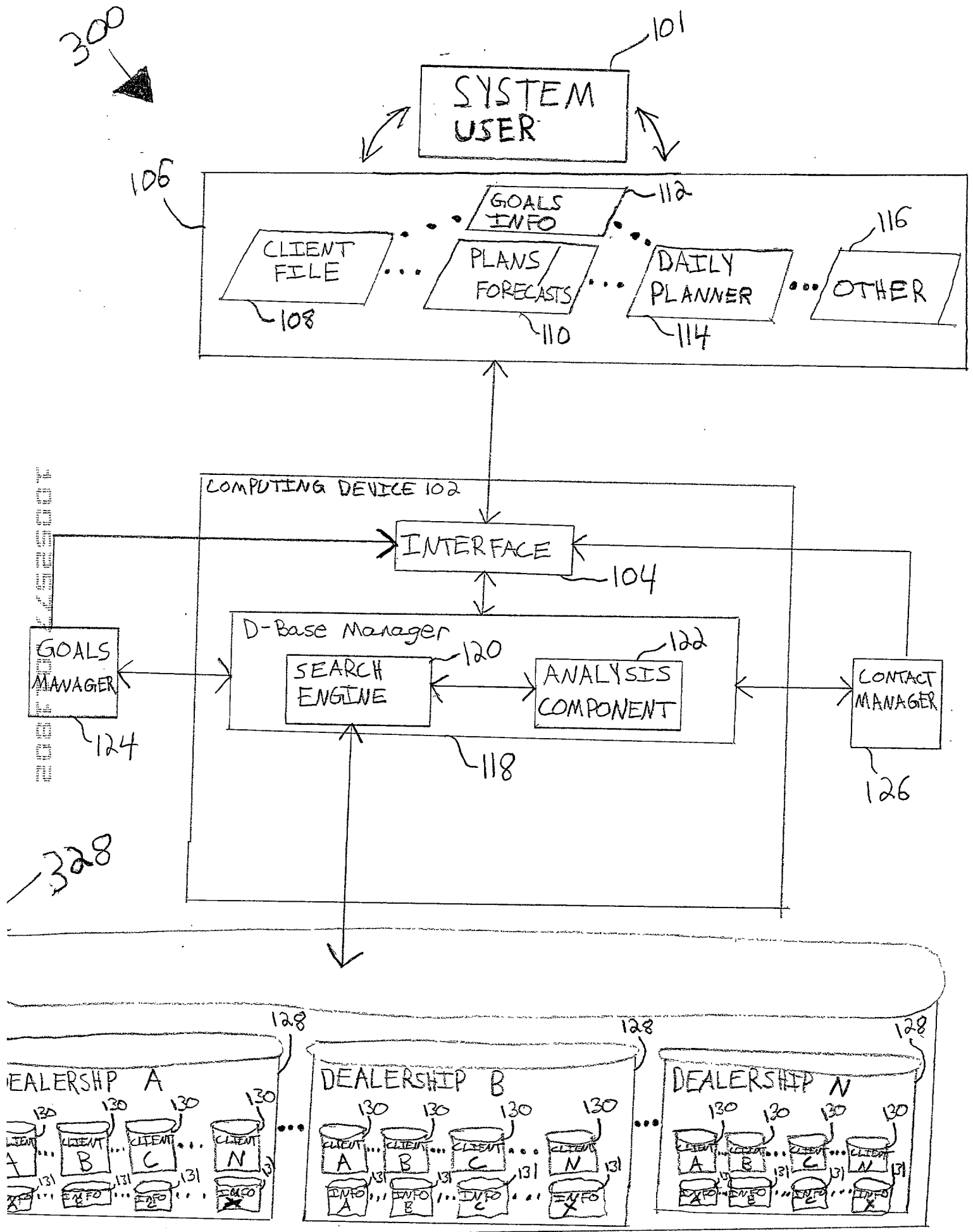


FIG. 4

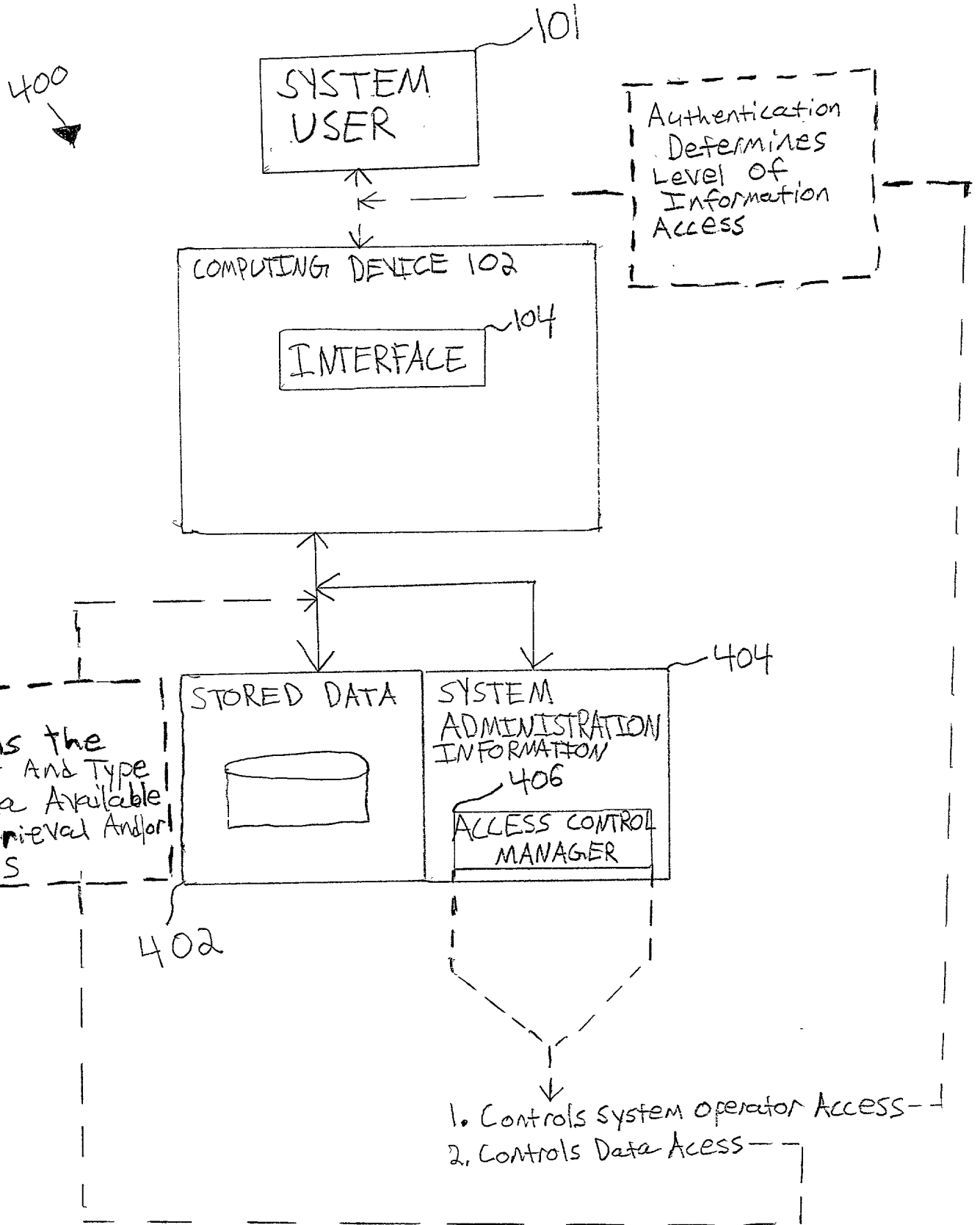


FIG. 5

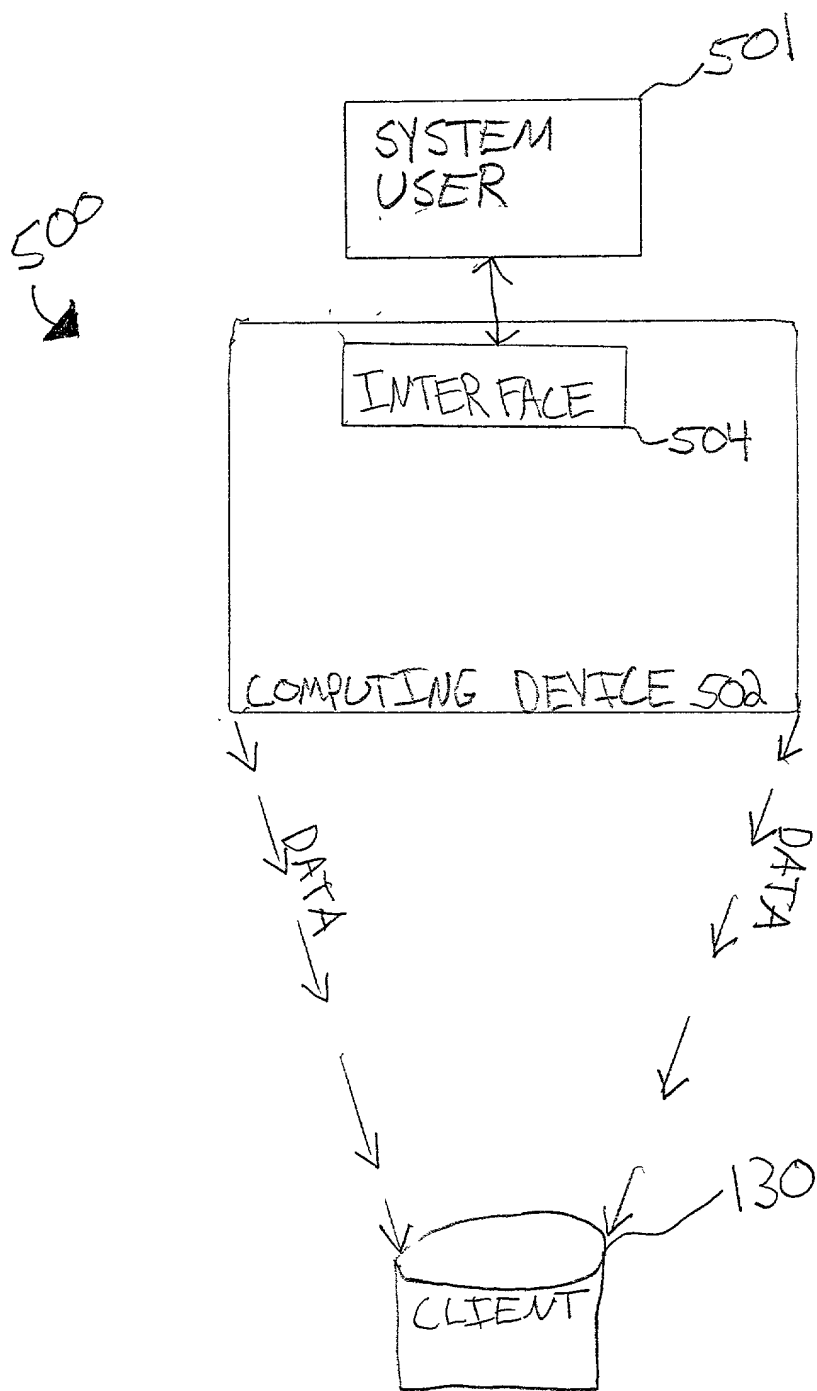


FIG. 6

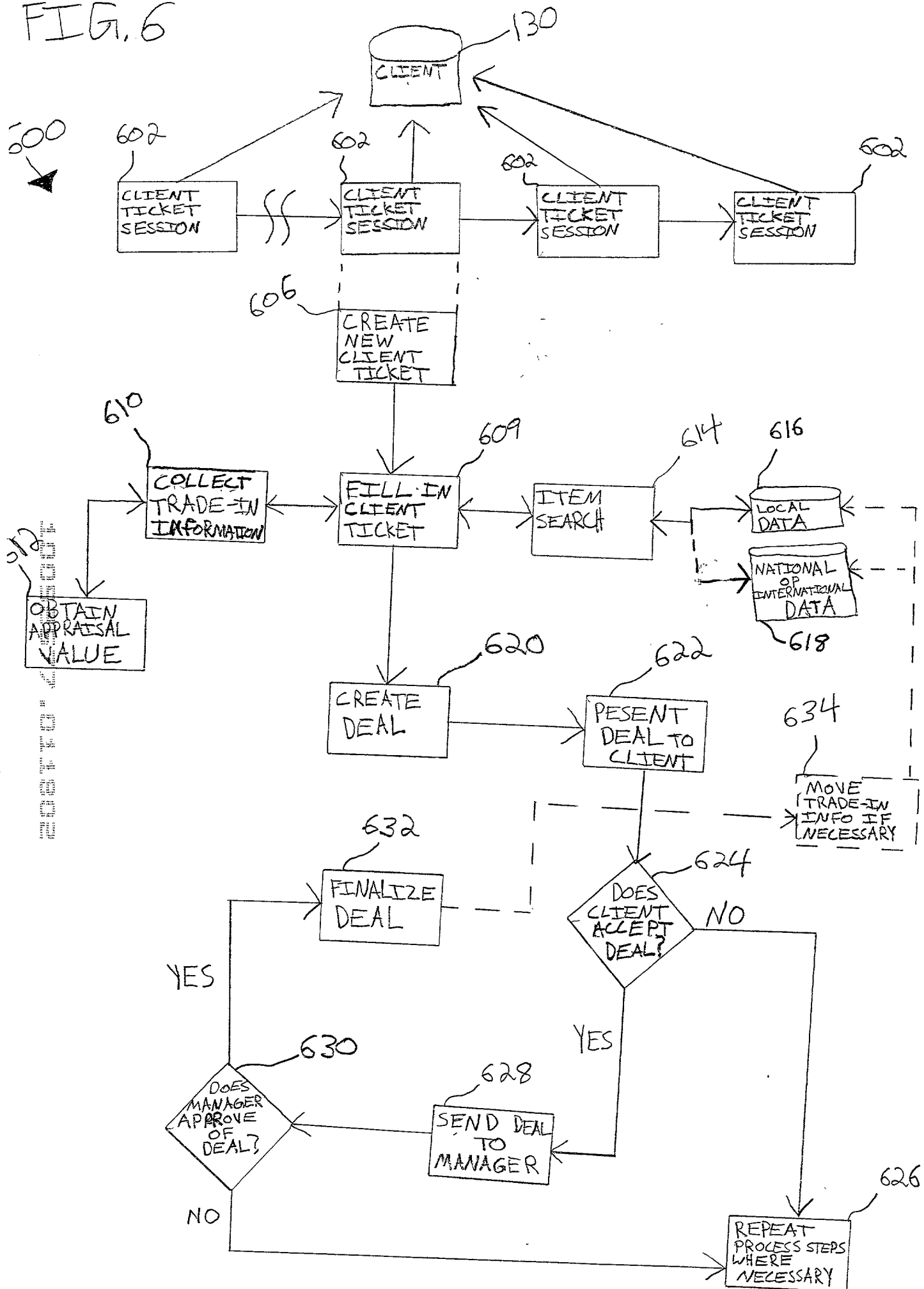


FIG. 7

607

Client Ticket - Microsoft Internet Explorer

File Edit View Favorites Tools Help Send

Back Forward Stop Search Favorites History Print Mail News RSS Feeds

Address <http://www.autoclick.com/ClientTicketTools/ClientTicket.asp?ClientTicketID=-1&ClientID=-1> Go Links

SUPPORT | CONTACT US | HELP | LOGOUT

**AUTOCLICK.com** FOR Brad Kennan@Starter Dealership 12/27/2000

Create a New: Find:

**NAVIGATE:**

- Home
- Planner
- Inbox
- Clients
- Inventory
- Client Tickets
- Deals
- Sales Tools
- Admin

**RECENT:**

- GREG & DEBBIE DENHOLM
- DEAL #11174
- CT #11202
- DELBERT BECKER
- BRAD BENTON

**NEW CLIENT TICKET FOR**

**CLIENT INFORMATION** - Search | Create New Client

Company:	<input type="text"/>			Work Phone:	<input type="text"/>
First Name:	<input type="text" value="William"/>			Home Phone:	<input type="text"/>
Last Name:	<input type="text" value="Kennan"/>			Fax:	<input type="text"/>
Home Address:	<input type="text"/>			Mobile:	<input type="text"/>
	<input type="text"/>	<input type="text"/>	<input type="text"/>		
E-Mail Address:	<input type="text"/>				

**Instructions:**

Enter client information that you would like to search on and then click "Search" or you can simply create a new client by entering in the required, in Red, information and then clicking "Create New Client."

Done Internet

FIG. 8

608

Editing - Microsoft Internet Explorer

EDITING CLIENT - Save and Close | Save and New | Close

**Personal Information:**

First Name:

Middle Name:

Last Name:

S.S. #:

Title:

Company:

Salesperson: (-Select A Salesperson-)

Status: <- Status ->

Birth Date:

Anniversary:

Exclude from Mailings: ☒

**Home Address: Copy To Mailing Address**

Street:

City:

State:

Postal Code:

**Mailing Address: Copy To Home Address**

Street:

City:

State:

Postal Code:

Email Address:

**Phone Numbers:**

	Extension	Best time to call:
Home Phone:	<input type="text"/>	(-Select One-)
Work Phone:	<input type="text"/>	(-Select One-)
Fax:	<input type="text"/>	(-Select One-)
Mobile:	<input type="text"/>	(-Select One-)
Pager:	<input type="text"/>	(-Select One-)

Note:

NOTE: Only either a First or Last Name or Company Name are required.



FIG. 9

641

Client Ticket - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites History

Address http://www.autoclick.com/ClientTicketTools/ClientTicket.asp?ClientTicketID=10329&EmployeeID=5 Links >>

SUPPORT | CONTACT US | HELP | LOGOUT

**AUTOCLICK**.com FOR Brad Kennan@Starter Dealership 12/27/2000

Create a New: Find:

NAVIGATE:

- Home
- Planner
- Inbox
- Clients
- Inventory
- Client Tickets
- Deals
- Sales Tools
- Admin

RECENT:

- DEAL #11396
- DEAL #11174
- CT #11202
- DELBERT BECKER
- BRAD BENTON

CLIENT TICKET #10329 FOR BRAD KENNAN

This Client Ticket is over 24 hours old, and cannot be changed.

CLIENT TICKET INFORMATION View ☒ General ☐ Extended Information

Created On: 10/12/2000 10:40

Status: In: ☐ Out: ☒ Why did they contact us? -Edit What did they do? -Edit

Salesperson:

Type:

Weather:

ITEMS INTERESTED IN

	Stock #	Year	Make	Model	Color	List Price	Age
[Remove] <input checked="" type="radio"/>	VT5353	1995	Chevrolet	Blazer		\$13800	1535 days
[Remove] <input type="radio"/>	VT5353	1995		PICK-UP 4000		\$	1535 days

TRADE-INS

	Stock #	Year	Make	Model	Color	ACV
[Remove] <input checked="" type="checkbox"/>	VV1236	1996	BMW	3-Series		\$12300

Done

new

2/8

FIG. 10

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EDITING ITEM - Save | Save and New | Save and Close | Close

Source: <- Source ->	Transmission Type: <input checked="" type="checkbox"/> Automatic <input type="checkbox"/> Standard
Status: <- Status ->	Description: <input type="text"/>
Location: (-Select A Location-)	Engine Type: <input checked="" type="checkbox"/> Gas <input type="checkbox"/> Diesel
Classification: (-Select A Classification-)	Engine Size: <input type="text"/>
Stock Numbers: <input type="text"/>	Condition: <- Condition ->
Year: <- Year ->	Mileage: <input type="text"/>
Make: <- Manufacturer ->	Interior Color: <input type="text"/>
Model: <input type="text"/>	Exterior Color: <input type="text"/>
Model Code: <input type="text"/>	Trim: <input type="text"/>
VIN Number: <input type="text"/>	

PRICING INFORMATION Save Close

List Price: \$ <input type="text"/>	Cost/ACV: \$ <input type="text"/>
Markup: \$ <input type="text"/>	Average Wholesale: No Values Set
	Average Retail: No Values Set

FINANCIAL INFORMATION Save Close

Amount Financed: \$ <input type="text"/>	Financing Type: (-Select A Type-)
Term: <input type="text"/> Months	Payment: \$ <input type="text"/>
Replacement Date: <input type="text"/>	Residual: <input type="text"/> %
Rate: <input type="text"/> %	Good Until: <input type="text"/> mm/dd/yyyy
Loan Pay-off: \$ <input type="text"/>	
Financing Note: <input type="text"/>	

BOOK VALUES Save Close

Black Books		NADA:	
Retail:	Wholesale:	Retail:	Wholesale:
Clean: \$ <input type="text"/>	<input type="text"/>	Retail: \$ <input type="text"/>	<input type="text"/>
Average: \$ <input type="text"/>	<input type="text"/>	Trade-In: \$ <input type="text"/>	<input type="text"/>
Rough: \$ <input type="text"/>	<input type="text"/>	Loan Value: \$ <input type="text"/>	<input type="text"/>
Kelly Blue Book			
Retail: \$	Wholesale: \$		
<input type="text"/>	<input type="text"/>		



FIG. 11

615

Inventory - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites History

Address http://www.autoclick.com/ItemTools/Inventory.asp?InventoryView=&ViewType=Inventory&EmployeeID=5&Stoc Go Links

SUPPORT | CONTACT US | HELP | LOGOUT

**AUTOCLICK.com** FOR Brad Kennan@Starter Dealership 12/27/2000

Create a New: Find:

VIEW INVENTORY LOCATES DEALER TAGS

CLEAR SEARCH

Stock #	Year	Make	Model	Source	Status	Age	
<input type="text"/>	<- Year ->	<- Manufacturer ->	Please select Manufacturer	<- Source ->	Stock	Days	
Stock #	Year	Make	Model	Color	List Price	Age	Status
[Edit] [Delete] VW1236	1996	BMW	3Series			76	Stock
[Edit] [Delete] BM1402c	1995	Chevrolet	Suburban			146	Stock
[Edit] [Delete] tb78762	2000	Volkswagen	Cabriolet			195	Stock
[Edit] [Delete] 10463	2000	Chevrolet	C/K 1500	LT Pewter		198	Stock
[Edit] [Delete] T0591	2000	Chevrolet	C/K 3500	WHITE		205	Stock
[Edit] [Delete] 50623	2000	Oldsmobile	Intrigue			205	Stock
[Edit] [Delete] T0591	2000	Chevrolet	C/K 3500	FROST WHITE		205	Stock
[Edit] [Delete] bm2006	1996	Jeep	Wrangler			205	Stock
[Edit] [Delete] BM2000	2000	Chevrolet	Camaro			205	Stock

VIEWING PAGE 1 OF 130 GO TO PAGE  GO

Done Internet

**NAVIGATE:**

- Home
- Planner
- Inbox
- Clients
- Inventory
- Client Tickets
- Deals
- Sales Tools
- Admin

**RECENT:**

- DEAL #11396
- DEAL #11174
- CT #11202
- DELBERT BECKER
- BRAD BENTON

FIG. 12

621

Deal - Microsoft Internet Explorer

File Edit View Favorites Tools Help Send

Back Forward Stop Search Favorites History

Address http://www.autoclick.com/DealTools/Deal.asp?DealID=111748&EmployeeID=5 Go Links

Deal ID: 111748

Print Worksheet Print Presentation

**DEAL INFORMATION**

Deal Created On: 12/8/2000 At: 13:22

Deal Status: Active Comment:

**ITEMS INTERESTED IN**

	Stock #	Year	Make	Model	Color	List Price	Age
Edit	992	2000	BMW	7-series	black	\$64,000.00	211 days

**WORKSHEET**

Cost:	\$61,000.00
Mark-Up:	\$2,000.00
Total:	\$63,000.00
Accessories:	
Total Accessory Cost:	\$0.00
Total Accessory List:	\$0.00
Total w/Accessories Cost:	\$63,000.00
Total w/Accessories List:	\$64,000.00
Sub-Total ACV(s):	\$0.00
Raise ACV:	\$0.00
Total ACV:	\$0.00
Total w/Accessories Cost:	\$63,000.00
Trade Allowance:	\$0.00
Difference:	\$63,000.00

**BUY ORDER**

Total Cars and Accessories:	\$64,000.00
Total Trade-In or Discount:	\$1,000.00
Difference:	\$63,000.00
Administrative Fee:	\$0.00
Service Contract:	\$0.00
<b>SUBTOTAL:</b>	\$63,000.00
Sales Tax: 5.75 %	\$3,622.50
Gas Guzzler Tax: 0.00 %	\$0.00
Luxury Tax / Other: 0.00 %	\$0.00
<b>TOTAL:</b>	\$66,622.50
Balance Owed on Trade:	\$0.00
Deposit:	\$0.00
Rebate:	\$0.00
<b>BALANCE DUE:</b>	\$66,622.50

LeaseStar.com  
ON-LINE LEASING SOLUTIONS

Internet

FIG. 13

623

Presentation Screen - Microsoft Internet Explorer

---

**Vehicle Information**

Location: Starter Dealership  
Year: 2000  
Make: BMW  
Model: 7-series  
Model Code: 740il  
VIN Number: 12345678901234567  
Mileage: 0  
Interior Color: black  
Exterior Color: black  
Trim: leather  
Transmission: Automatic  
Speeds: 0  
Engine Type: Gas  
Engine Size: 6

No Graphic Available

Options:

---

**Deal Information**

List Price: \$64,000.00  
Trade Allowance / Discount: \$1,000.00

---

**Difference: \$63,000.00**

---



 E-Mail Deal    Print Deal   Accept Deal   Cancel



FIG. 14

631

Finalize Deal - Microsoft Internet Explorer

**FINALIZE THE DEAL** - Cancel

**FINANCING INFORMATION FOR SOLD VEHICLE [992]**

Financing: Lease Term: 36 Months

Rate: 0 % Residual: 0 % Payment: \$0.00

Replacement Date:

**DISTRIBUTE ACV DISCOUNT:**

Total ACV Discount to Distribute:	\$0.00
Remaining to Distribute:	\$0.00

**Finalize Deal**

**Note:** To finalize the deal, edit the list prices for the trade-ins and complete the financing information about the item that is being sold. Then if you have any Additional ACV to distribute, make sure to distribute it to the appropriate trades and then click the FINALIZE DEAL Button.

FIG. 15

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Dashboard - Microsoft Internet Explorer

File Edit View Favorites Tools Help Send

Back Forward Stop Search Favorites History

Address http://www.autoclick.com/Dashboard.asp?EmployeeID=5 Go Links

SUPPORT | CONTACT US | HELP | LOGOUT

**AUTOCLICK.com** FOR Brad Kennan@Starter Dealership 12/27/2000

Create a New: [Icons] Find: [Input]

**NAVIGATE:**

- Home
- Planner
- Inbox
- Clients
- Inventory
- Client Tickets
- Deals
- Sales Tools
- Admin

**RECENT:**

- GREG & DEBBIE DENHOLM
- DEAL #11174
- CT #11202
- DELBERT BECKER
- BRAD BENTON

**MY HOME**

CLIENTS ● Active ● Managed ● All

I	Name	E-Mail Address
+	Dakan, Mike And Kayleen	swallace@columbus.rr.com
+	Deaver, Scott	swallace@columbus.rr.com
+	DENHOLM, GREG and DEBBIE	swallace@columbus.rr.com
+	Dent, Buck	
+	DROSTE, cheryl	swallace@columbus.rr.com
+	DROSTE, cheryl	swallace@columbus.rr.com
+	DUNKEL, GARY	swallace@columbus.rr.com
+	Dunlap, John And Kim	swallace@columbus.rr.com
+	Eversole, Bob	swallace@columbus.rr.com
+	fergerson, charles	swallace@columbus.rr.com

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**MY APPOINTMENTS**

Today

13:00 - 13:30 Test Appointment

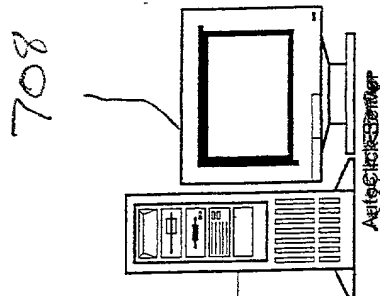
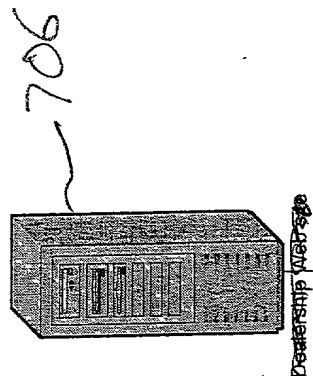
**MY TASKS**

☐ Test Task (12/27/2000, )

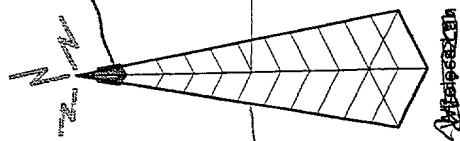
Done Internet

FIG. 16

702



704



702

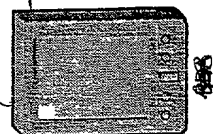




FIG. 17

